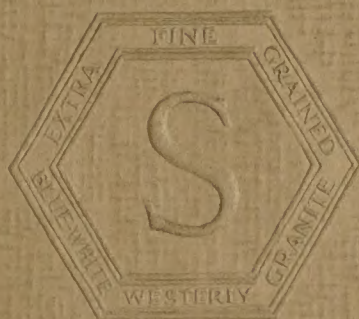


EXTRA FINE GRAINED
BLUE-WHITE
WESTERLY GRANITE



SULLIVAN GRANITE COMPANY

WESTERLY, RHODE ISLAND

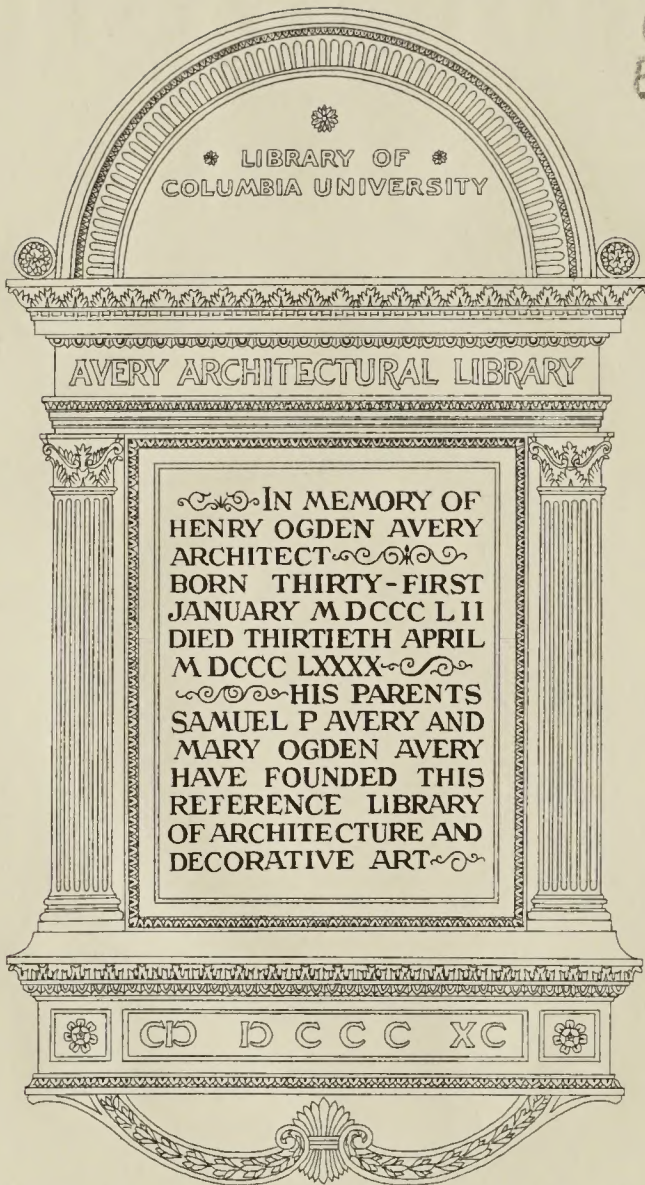
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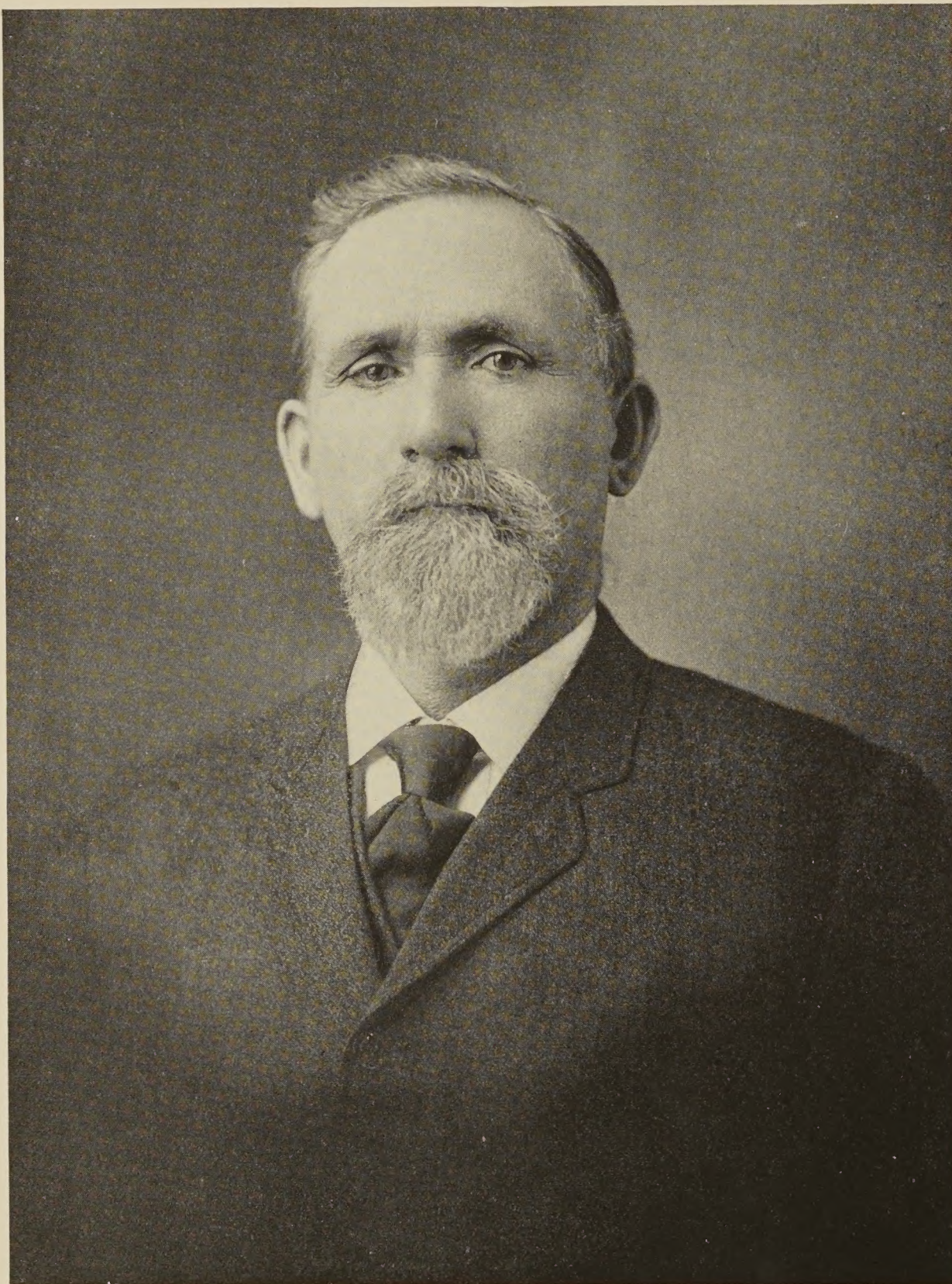
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SULLIVAN GRANITE COMPANY

WESTERLY RHODE ISLAND



JOHN B. SULLIVAN, FOUNDER AND FIRST PRESIDENT OF THE COMPANY
1845-1911

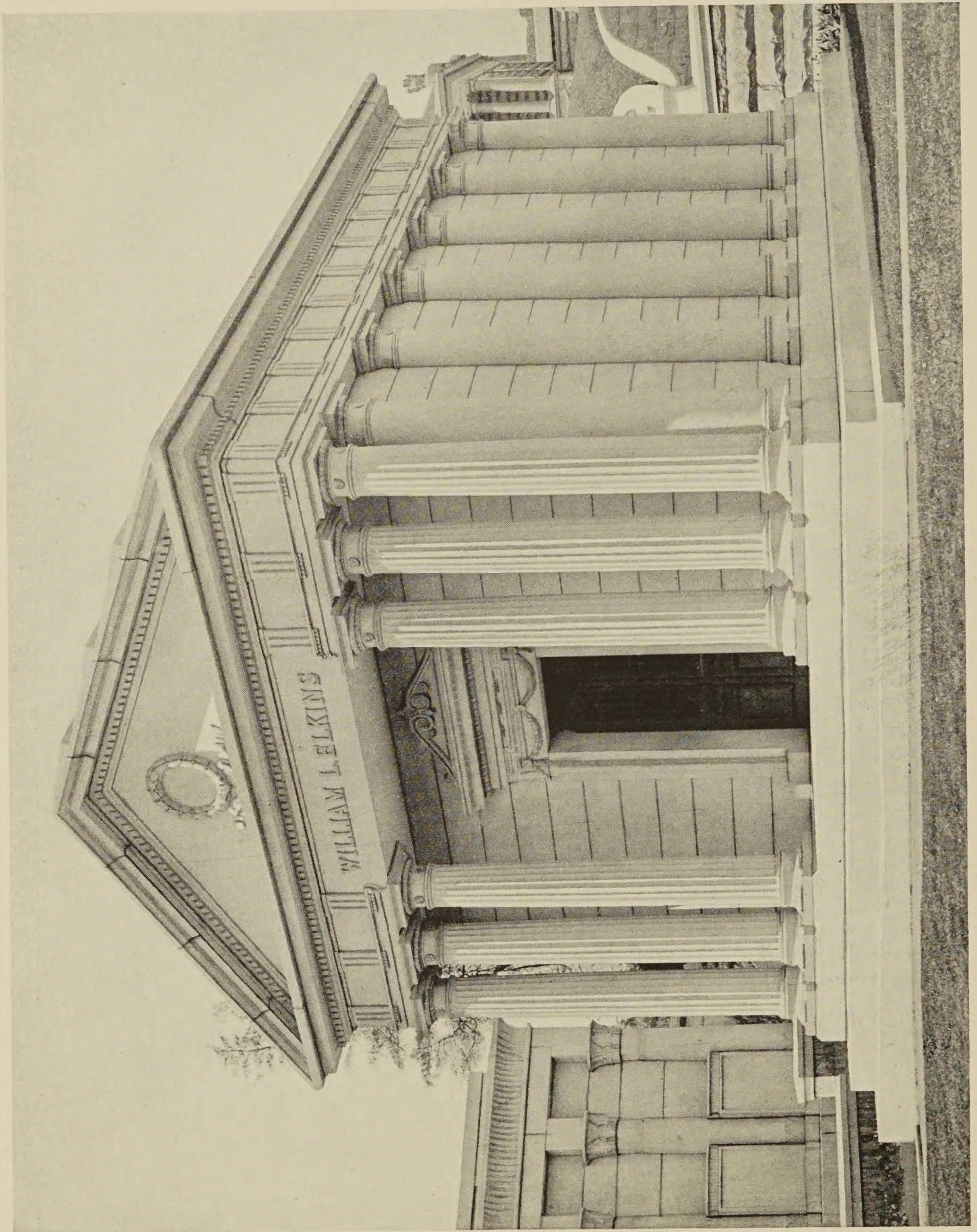
EXTRA FINE GRAINED
BLUE-WHITE
WESTERLY GRANITE



Trade Mark Registered

SULLIVAN GRANITE COMPANY
Westerly, Rhode Island
U. S. A.

Copyright, 1922, by Sullivan Granite Company



ELKINS MAUSOLEUM, WEST LAUREL HILL CEMETERY, PHILADELPHIA, PENNSYLVANIA

Foreword

EXTRA Fine Grained Blue-White Westerly Granite has established an international reputation for excellence among granites suitable for memorials. The purpose of this booklet is to make even better known those qualities which have earned this reputation for Extra Fine Grained Blue-White Westerly Granite, to explain why it is to every memorial architect's advantage to specify it and to every memorial craftsman's advantage to use it, and to acquaint those customers who cannot conveniently visit us with the story of its production.

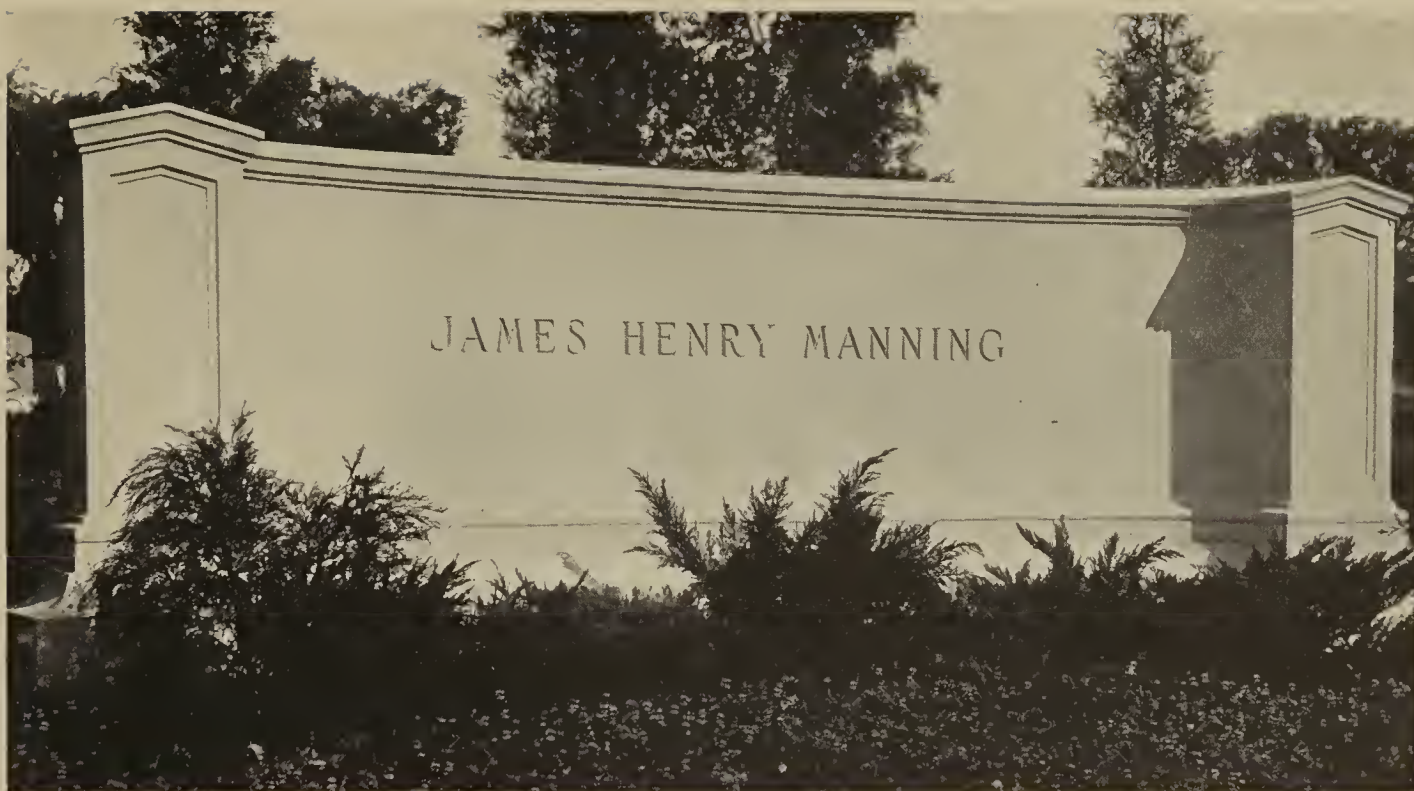
We know that it will be a distinct benefit to each of our customers to be able to speak with authority on the unequaled quality of our stock and our ability to fill all orders with the utmost satisfaction and dispatch.

SULLIVAN GRANITE COMPANY

FRANK A. SULLIVAN, President and Treasurer
JOHN B. SULLIVAN, JR., Vice-President and Secretary



PIERSON MEMORIAL, ROSEDALE CEMETERY,
MONTCLAIR, NEW JERSEY



MANNING MEMORIAL, ST. AGNES CEMETERY, ALBANY, NEW YORK
(13 feet long by 3 feet 10 inches wide by 4 feet 6 inches high)

Extra Fine Grained Blue-White Westerly Granite Memorials

NO photograph can do justice to the beauty of a memorial wrought from Extra Fine Grained Blue-White Westerly Granite. Thousands of handsome memorials of this granite adorn cemeteries, parks and public places throughout the world. We have given in this booklet a few illustrations which exemplify in small measure the varying designs and exquisite work in carving and sculpture for which it is eminently adapted. Every memorial illustrated is made of Extra Fine Grained Blue-White Westerly Granite from the quarries of the Sullivan Granite Company. Persons of refined taste select this choice material to grace the last resting place of their beloved dead and convey to future generations their sense of what was beautiful and fitting.



THEODORE ROOSEVELT MEMORIAL AT OYSTER BAY

*Design copyrighted. Must not be duplicated
(From copyright photograph by Underwood & Underwood)*

Extra Fine Grained Blue-White Westerly Granite has Raised the Standard of Memorial Art

So many incomparable memorials of Extra Fine Grained Blue-White Westerly Granite bearing names which represent the highest culture of our times have been erected that it can truthfully be said that this granite has been largely instrumental in raising the standard of modern memorial art. Many handsome and costly memorials of Extra Fine Grained Blue-White Westerly Granite, as well as exquisite examples of more modest character, are in all cemeteries where high class work is found.

The Use of Extra Fine Grained Blue-White Westerly Granite World Wide

Extra Fine Grained Blue-White Westerly Granite is the granite of beauty and excellence called for by all countries for memorials of artistic worth and distinction. Many of the cemeteries of Europe contain memorials of this granite. The Hawaiian Islands and far-away South Africa are familiar with the memorial of this matchless material. Almost unadvertised, on its merits alone, a world-wide demand has been created for Extra Fine Grained Blue-White Westerly Granite.



ENSLEY MEMORIAL, BRADFORD, ENGLAND
*(Base 9 feet 6 inches by 6 feet 6 inches. Cross 6 feet by 1 foot 6 inches by 21 feet. Total height 25 feet.
 The largest and most imposing memorial ever exported from the United States)*



MEAD MEMORIAL, SWAN POINT CEMETERY,
PROVIDENCE, RHODE ISLAND

The Question of Stock

Stock in Relation to Business Success

IN the upbuilding and conducting of a memorial business that is to be lasting rather than temporary, good stock claims first attention. It is an absolutely essential basic element. The dealer's business security and the safety of his investment depend in the long run more upon this one factor than upon any other fundamental principle of his business. Every other expense connected with the construction and erection of a memorial is practically the same, regardless of the material used.

The Policy of the Successful Dealer

It will invariably be found that dealers who have achieved a notable success employ good stock. They know in what measure



HORNER MEMORIAL, HOMEWOOD CEMETERY, PITTSBURGH, PENNSYLVANIA
(Base 10 feet by 6 feet 2 inches. Total height 4 feet 6 inches)



KRAUTHOFF MEMORIAL, WOODLAWN CEMETERY, NEW YORK
(Base 12 feet by 6 feet 3 inches. Total height 4 feet 6 inches)

their business progress is due to the sterling quality of the stone they use and do not waste fine workmanship and beauty of design on material giving results below their standard.

Extra Fine Grained Blue-White Westerly Granite a Perpetual Asset

The selection of Extra Fine Grained Blue-White Westerly Granite is absolute assurance of satisfaction. Every memorial of this granite which the dealer erects becomes a perpetual asset backing his business reputation and prosperity.

Our Customers Make No Experiment

The use of Extra Fine Grained Blue-White Westerly Granite is not an experiment with an untried product. It has stood the test of years and is backed by a long service record of continued and increasing favor and popularity.



SCHUSTER MEMORIAL, EVERGREEN CEMETERY,
EAST DOUGLAS, MASSACHUSETTS



DASHIELL MEMORIAL, WOODLAWN CEMETERY, NEW YORK
(Base 14 feet by 4 feet 11 inches. Total height 9 feet 2 inches)



KENNEDY MEMORIAL, OAKWOOD CEMETERY, TROY, NEW YORK



MAYNARD MEMORIAL, FOREST HILL CEMETERY,
UTICA, NEW YORK

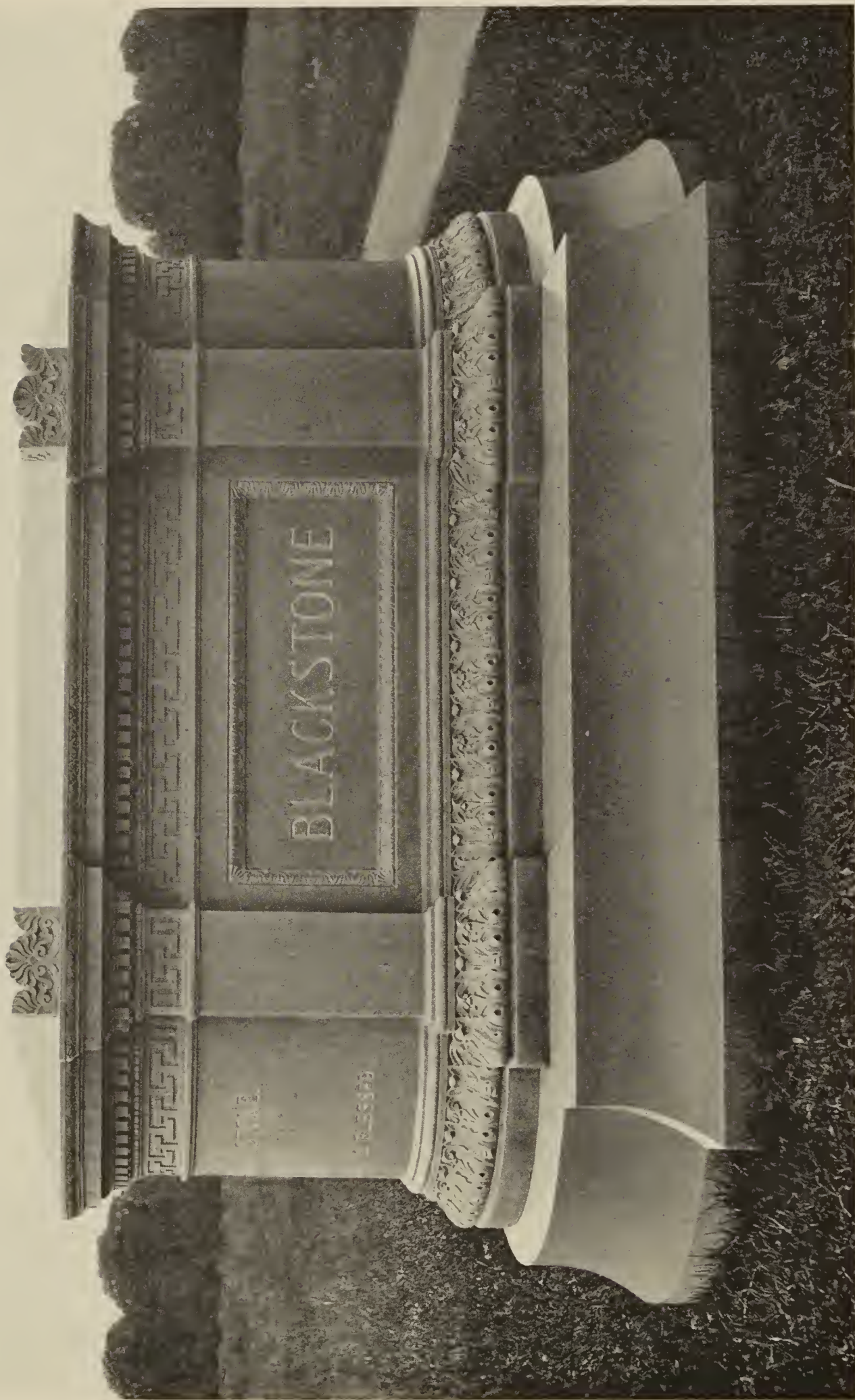
Extra Fine Grained Blue-White Westerly Granite

The Demand for Extra Fine Grained Blue-White Westerly Granite

THE output of Extra Fine Grained Blue-White Westerly Granite has steadily increased since the first railroad train passed through Westerly in 1837. It was quickly recognized as a granite exceedingly well fitted for the construction of beautiful and enduring memorials; hence its shipment all over the United States and Canada and to every part of the world for such purpose.

The Term Blue-White

Extra Fine Grained Blue-White Westerly Granite when polished is a pleasing blue color, and when hammered is very white. In sections where polished work is in greatest demand,



BLACKSTONE MEMORIAL, YANTIC CEMETERY, NORWICH, CONNECTICUT
(The Blackstone Memorial is all polished, including moldings and carving)

this granite was formerly termed Blue Westerly, and where hammered work is most called for, it was generally known as White Westerly—from this resulted the name Blue-White Westerly.

Used Only for Memorial Purposes

Extra Fine Grained Blue-White Westerly is of equal quality at whatever depth found. The entire product is used exclusively for memorial purposes.

Full Value at Its List Price

Much expense is involved in the production of Extra Fine Grained Blue-White Westerly Granite owing to the great amount of overburden and other difficulties experienced in its quarrying. Consequently this granite must be sold at a price in accordance with its cost of production. Its superiority over other granites, however, gives full value at the list price. Its use is a profit-bearing investment.

Many Dealers Using Extra Fine Grained Blue-White Westerly Exclusively

Dealers everywhere should appreciate the advantage of being able to procure promptly and in any quantity this carefully selected and thoroughly reliable granite. Many dealers are using Extra Fine Grained Blue-White Westerly Granite exclusively.

Memorial Granite

A granite must have certain distinguishing qualities to be considered a memorial granite. Many memorial granites have several of these qualities, but Extra Fine Grained Blue-White Westerly is the one known granite which combines *all* the essential and desirable qualities of a memorial granite. It is a stone of extreme beauty and durability, absolutely free from flaws.



BELFIELD MEMORIAL, SWAN POINT CEMETERY,
PROVIDENCE, RHODE ISLAND

Among the Hardest, Densest, and Heaviest Granites Known

Too frequently wearing qualities are overlooked in the selection of memorials, and our cemeteries in consequence show many fallen, crumbled, and discolored stones. Extra Fine Grained Blue-White Westerly is among the hardest, densest, and heaviest granites known, and is totally free from all the mineral substances which cause deterioration and disintegration. It has proved a positively dependable material in this respect. It takes a high, mirror-like polish, permanent and unfading.

Lettering and Carving

The light, soft color and even grain of Extra Fine Grained Blue-White Westerly give splendid results in carving and sculpture. The grain is so fine that the effect is one of even texture. Ornamentation on this beautiful granite stands out with remarkable clearness. Another most important point is perfect legibility of lettering. Even V-sunk letters, whether cut in the polished or hammered surface, show up with complete distinctness, not only when first chiseled but forever after. On account of the nature of the granite, which allows clear, sharp edges to be cut, raised letters of whatever style surpass both in appearance and legibility the same lettering on any other granite. These attributes with the natural beauty of the stone make the selection of Extra Fine Grained Blue-White Westerly Granite the most desirable for a thoroughly satisfying memorial — the memorial which when placed in the cemetery compels approving attention and brings other orders to the dealer whose wisdom and foresight advised its selection.

An Unchanging Testimonial to Good Taste and Judgment

The use of Extra Fine Grained Blue-White Westerly Granite is indisputably to the advantage of both dealer and customer. Memorials of this granite remain an unchanging testimonial to the good taste and judgment of those who selected them.



STACK MEMORIAL, WOODLAWN CEMETERY, NEW YORK



FULLER MEMORIAL, SWAN POINT CEMETERY, PROVIDENCE, RHODE ISLAND

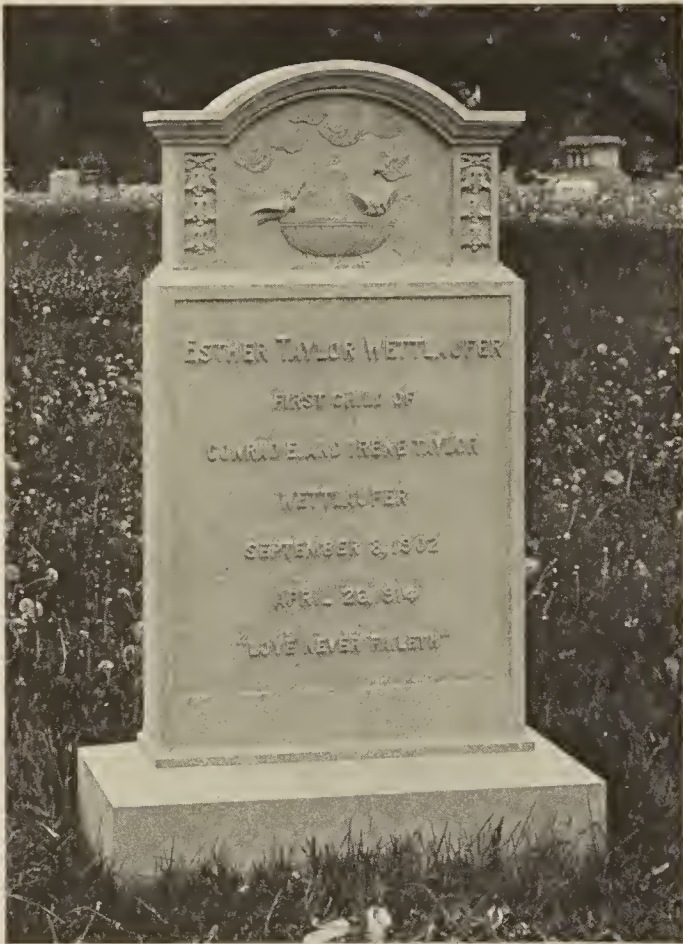


VIOTOR MEMORIAL, WOODLAWN CEMETERY, NEW YORK

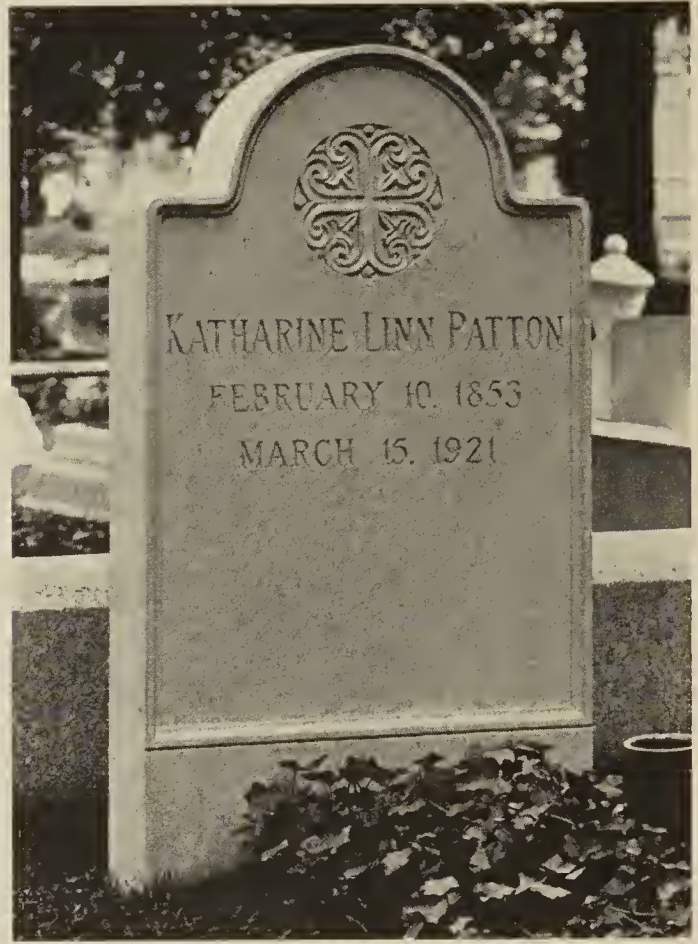
Service

Our Increasing List of Customers

IT has taken some years and the expenditure of many thousands of dollars to bring our quarries to their present state of complete equipment and extensive development. Our determination to make our business the best in its line, based upon a solid foundation of efficiency, integrity, and production, has been well rewarded by our ever increasing list of customers and the volume of their orders.



WETTLAUFER MEMORIAL,
BUFFALO, NEW YORK



PATTON MEMORIAL,
PHILADELPHIA



PARK MEMORIAL,
SWAN POINT CEMETERY,
PROVIDENCE, RHODE ISLAND



MEMORIAL TO WARREN H. LANGDON,
LIEUTENANT U. S. N.,
KILLED IN VLADIVOSTOCK, SIBERIA, 1921

Our Success Due to Our Stock

Primarily our success rests upon the quality of our product. No degree of business efficiency or loud acclaim of the virtues of our stock could create the continued and wide demand that exists for our granite if it were not actually of well-tested superiority.

The Entire Output of Extra Fine Grained Blue-White Westerly Granite Produced by the Sullivan Granite Company

The entire output of Extra Fine Grained Blue-White Westerly Granite is produced by the Sullivan Granite Company. The property consists of more than eight hundred acres. We have acquired in addition to the Crumb Quarry and the John B. Sullivan Quarry the Newall Quarry, formerly operated by Joseph Newall & Company; the "Klondike" Quarry, formerly operated by the Gourlay Granite Works, and the Thompson-Reinhalter Quarry, all nationally known. These with several of our smaller quarries include all of the famous Westerly quarries which produce the Extra Fine Grained Blue-White Westerly Granite.

We are conducting one of the most extensive quarrying operations in the United States, with every conceivable modern appliance for facilitating the production and shipping of granite. A large force of men is employed and the entire plant is kept constantly busy to meet the demand for this high grade stock. We have every facility for handling large orders up to the limit of transportation, while the small order receives exactly the same degree of attention which is given a large one. Our quarries are worked during the entire winter—a valuable aid to our customers in making early preparations for the spring activity.

Only One Grade Shipped—Inspected Stock

Only perfect stock is shipped. Every stone undergoes rigid inspection before leaving our quarries.



CHARLES HAMILTON PAINE MEMORIAL, FOREST HILLS CEMETERY,
BOSTON, MASSACHUSETTS
(Base 14 feet by 8 feet. Total height 5 feet 3 inches.) (Design copyrighted by Tiffany Studios, New York)



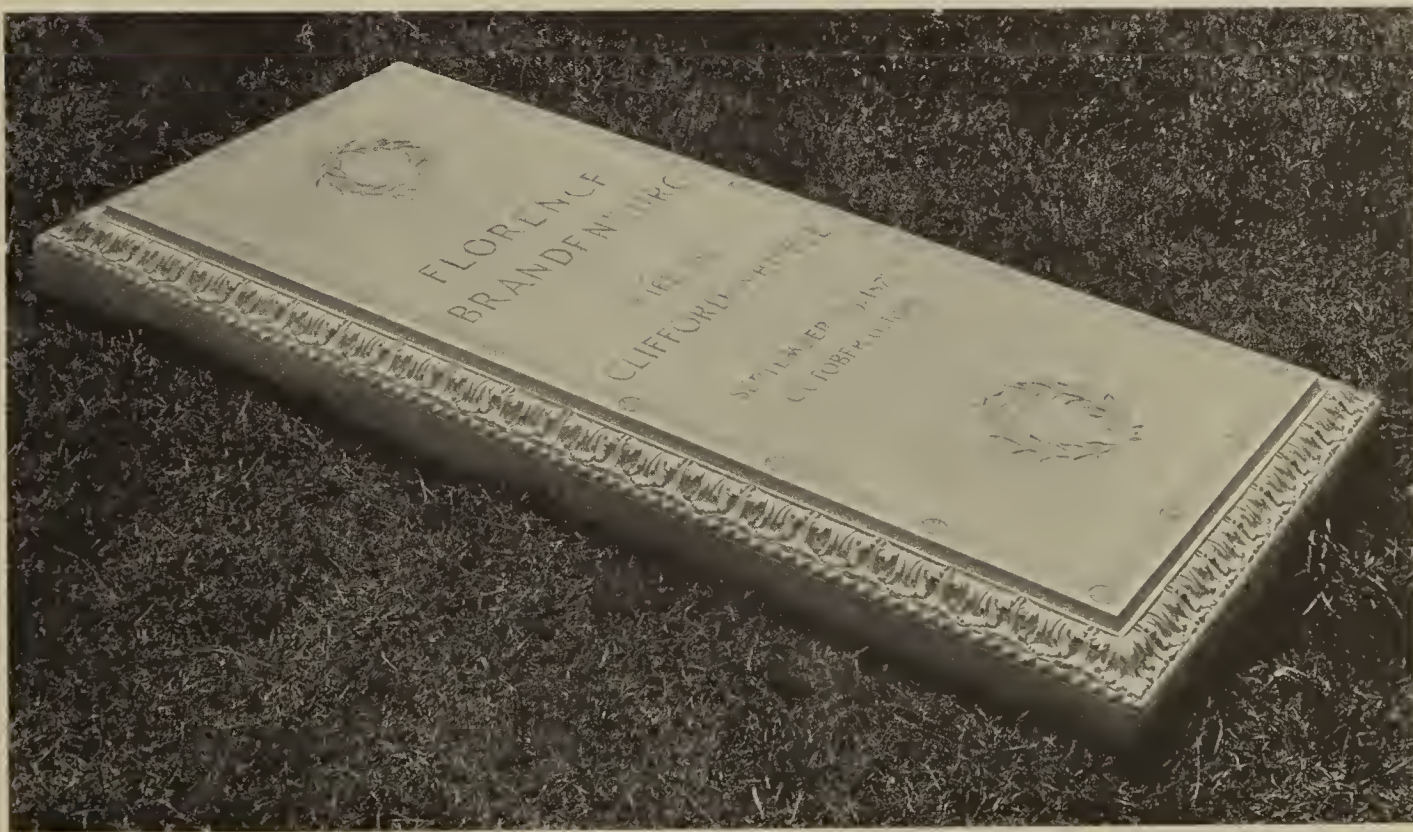
YOUNG MEMORIAL, WOODLAWN CEMETERY, NEW YORK
(Base 11 feet by 7 feet 9 inches. Total height 6 feet 2 inches)

Extra Fine Grained Blue-White Westerly a One-Price Granite

Extra Fine Grained Blue-White Westerly Granite is sound value. We sell only dimension stock—a policy much appreciated by our customers. No discarded piece of our stone can be procured at a cut rate. We thus eliminate unfair competition. Every customer, whether his order is large or small, pays the same price for our stone and gets equal quality.

Our Plant a Branch of Our Customers' Business

We want every dealer to know that he can depend upon us for the very best granite he can procure and that he can rely upon us for its delivery with all possible promptness. We want him to regard our plant as a branch of his own business, where his interest is of vital importance and is given individual attention.



WHIPPLE MEMORIAL, SWAN POINT CEMETERY, PROVIDENCE, RHODE ISLAND



TYNER MEMORIAL, FORESTDALE CEMETERY
HOLYOKE, MASSACHUSETTS



NEW YORK, NEW HAVEN AND HARTFORD RAILROAD STATION,
WESTERLY, RHODE ISLAND

The Home of Westerly Granite

ON the border line between Rhode Island and Connecticut, about five miles from the Atlantic Ocean, at the head of navigation on the Pawcatuck River and on the Shore Line Division of the New York, New Haven and Hartford Railroad, the direct line between New York and Boston, is the attractive town of Westerly, Rhode Island. It is one of the important places between New York and Boston, and all express trains make regular stops. The granite quarries and cutting plants employ a considerable percentage of the population. The Sullivan quarries are about five miles east of the center of Westerly in that part of the town known as Bradford.

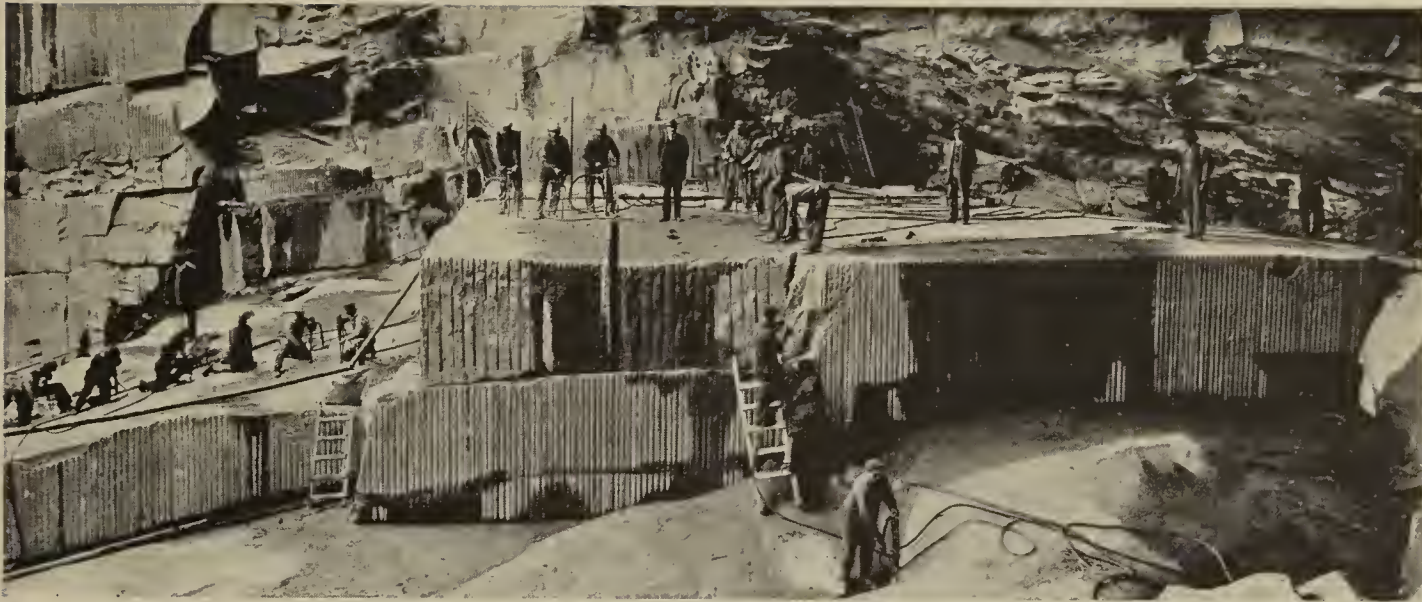
No Charge for Transportation to Our Quarries

Automobiles meet all trains upon arrival in Westerly and by arrangement there is no charge for transportation to the quarries of the Sullivan Granite Company. Visitors are always welcome, whether customers, prospective customers, or sightseers.



OPENING OF ONE OF THE REMARKABLE UNDERCUTS DEVELOPED
BY OUR NEW QUARRYING METHODS

*(This opening is 110 feet below surface. It is 175 feet wide by 65 feet high and extends back into the ledge more than 100 feet.
The roof, composed of waste rock, slopes down at an angle of 45 degrees and in the rear is 160 feet thick)*



QUARRYING TWO HUNDRED FEET UNDERGROUND

The Quarries

THE quarries present an interesting and busy scene. Some two hundred feet below ground many men are engaged in the operation of drills and in cutting large blocks of granite from the ledges. The surface with its far-reaching stretch of buildings, power-operated derricks, loaded flat-cars, piles of dimension stone ready for shipment marked with our well-known red size numbers and trademark, giant locomotive cranes handling huge blocks of granite or operating orange-peel buckets stripping off new ground, is a scene indicative of the scope of our quarrying.

Near the John B. Sullivan Quarry a granite building houses a twin angle, compound, direct connected air compressor, driven by a 225 H. P. synchronous motor. This compressor furnishes 1500 cubic feet of air per minute, and with the smaller compressors in operation gives a total capacity of 2100 cubic feet per minute. The air is distributed through a system of pipes and tanks to all the quarries.

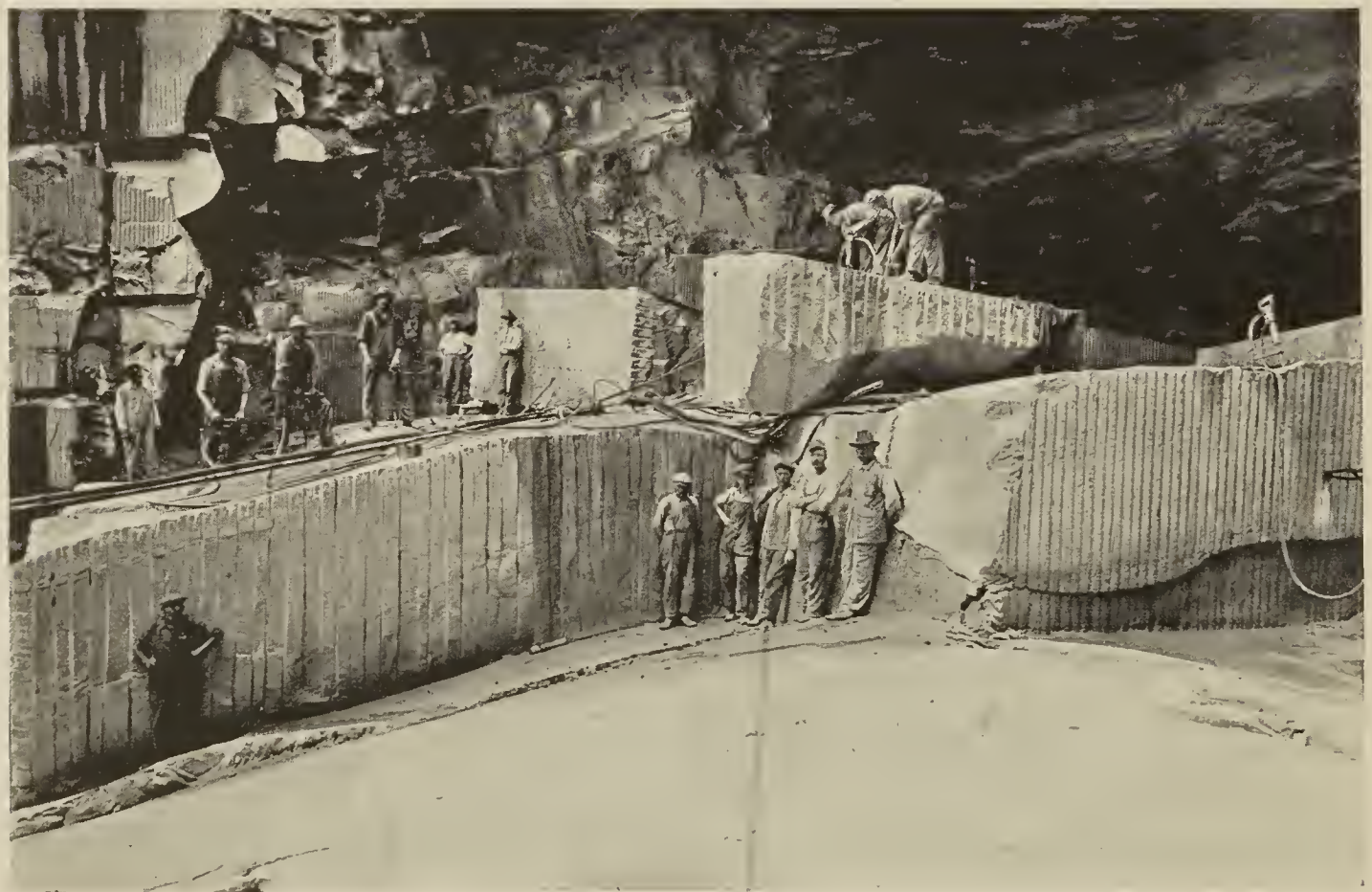


SCENES IN THE JOHN B. SULLIVAN QUARRY
(Note the development of this quarry. Thousands of cubic feet of granite are uncovered)



SCENES IN OUR UNDERCUTS

(Note the immense size and extreme length of the granite we are able to quarry by our underground methods)



SCENES IN OUR UNDERCUTS, SHOWING MASSIVE SHEETS OF
EXTRA FINE GRAINED BLUE-WHITE WESTERLY GRANITE

The quarries are each equipped with a central steam plant which furnishes the steam to the various engines operated at each quarry. These large central boiler plants are used instead of many small boilers — a system designed both for efficiency and economy. The combined capacity of the different steam plants is 800 H. P.

Motor-driven pumps pump out the quarries at night that they may be dry in the morning.

Geological Formation

Numerous problems are encountered in the quarrying of Extra Fine Grained Blue-White Westerly Granite which do not beset the producer of many other granites. Foremost of these difficulties is the direction in which the vein runs. About 75 feet in width, it dips down into the earth at an angle of approximately 45 degrees. Each foot it is followed down increases the overburden thickness. When the stone to be quarried lies nearly 200 feet underground, as in some of the Sullivan quarries, contending with the waste product is a matter of considerable magnitude. In many places more than 100 feet of solid rock must be removed before marketable granite is reached.

The hardness of Extra Fine Grained Blue-White Westerly Granite and the fact that the run of the stone is at an acute angle to the beds are other features which contribute to the difficulty of production.

Quarrying by Our Undercut Method First of Its Kind in the World

The remarkable undercuts which we have successfully established in the quarries where the employment of this method is



BLOCK FROM WHICH BASE IN LOWER ILLUSTRATION WAS QUARRIED



LARGE BASE ON CAR READY FOR SHIPMENT
(Length 42 feet, width 10 feet 4 inches, height 1 foot 10 inches)

possible do away with the Herculean task of stripping off the overburden. These undercuts prove of keen interest to all visitors. We are the first granite quarriers in the world to quarry granite by tunneling. It was always thought impossible, but after careful study we were convinced of its feasibility, and our extensive undercuts prove the success of the method.

The roof of the undercut in the Crumb Quarry is 110 feet thick at the opening and slopes back and down at an angle of about 45 degrees. This 110 feet is composed of almost solid rock of a waste nature which under the old method would have to be removed before quarrying the granite beneath it.

From the undercut in the John B. Sullivan Quarry, the largest producer in Westerly, blocks of extremely large dimension are obtained. A tremendous expanse of granite is visible in this quarry, lying in unbroken sheets many feet in thickness.

Fifty-three Ton Blocks

The illustration on the opposite page shows a base taken from one of our undercuts. A study of the illustration will give a definite idea of the size of this piece of granite. Free from flaws, it represents a fine specimen of the size and perfection of the stone we are able to produce.

This 53-ton piece of stock, 42 feet by 10 feet 4 inches by 1 foot 10 inches, was quarried from a ledge 75 feet below surface. It was cut from an immense block of granite several times its thickness. The holes drilled in its quarrying were "lift-holes," drilled horizontally, and instead of being broken from the ledge by means of wedges it was split by the use of steam—a new method discovered by us and used most successfully in quarrying large blocks. This



QUARRYING FAR BELOW SURFACE



STRIPPING WITH STATIONARY DERRICK AND ORANGE-PEEL BUCKET

particular piece of granite illustrated was used as a bottom base for one of the most imposing memorials yet erected in any of our cemeteries. It was placed in Kensico Cemetery, New York. All the stock for this memorial was supplied by us. The manufacturer to whom the shipment went wrote in connection with the large base: "We wish to thank you for the interest taken in furnishing us this piece of stock. It is a fine, clear piece of granite and the best pattern any quarry could produce. This monument will be a credit to Extra Fine Grained Blue-White Westerly Granite and is sure to bring future business to both of us." We receive a great many letters of this kind from our customers.

What Quarrying to Dimension Means

If we could get out our stone without regard to size or shape, the matter of quarrying would be much simplified, but every stone must be quarried to the dimension ordered by the customer. The selection of the location for drilling and the size and shape of the holes are matters which must be under intelligent control. The piece of rough dimension Extra Fine Grained Blue-White Westerly fresh from the depths of the earth where it has lain for countless centuries does not reveal the complexity of the processes involved in its production. Much care and labor have been expended and much waste stone quarried and discarded in order to produce this perfect specimen.

Keeping Ahead of Depletion

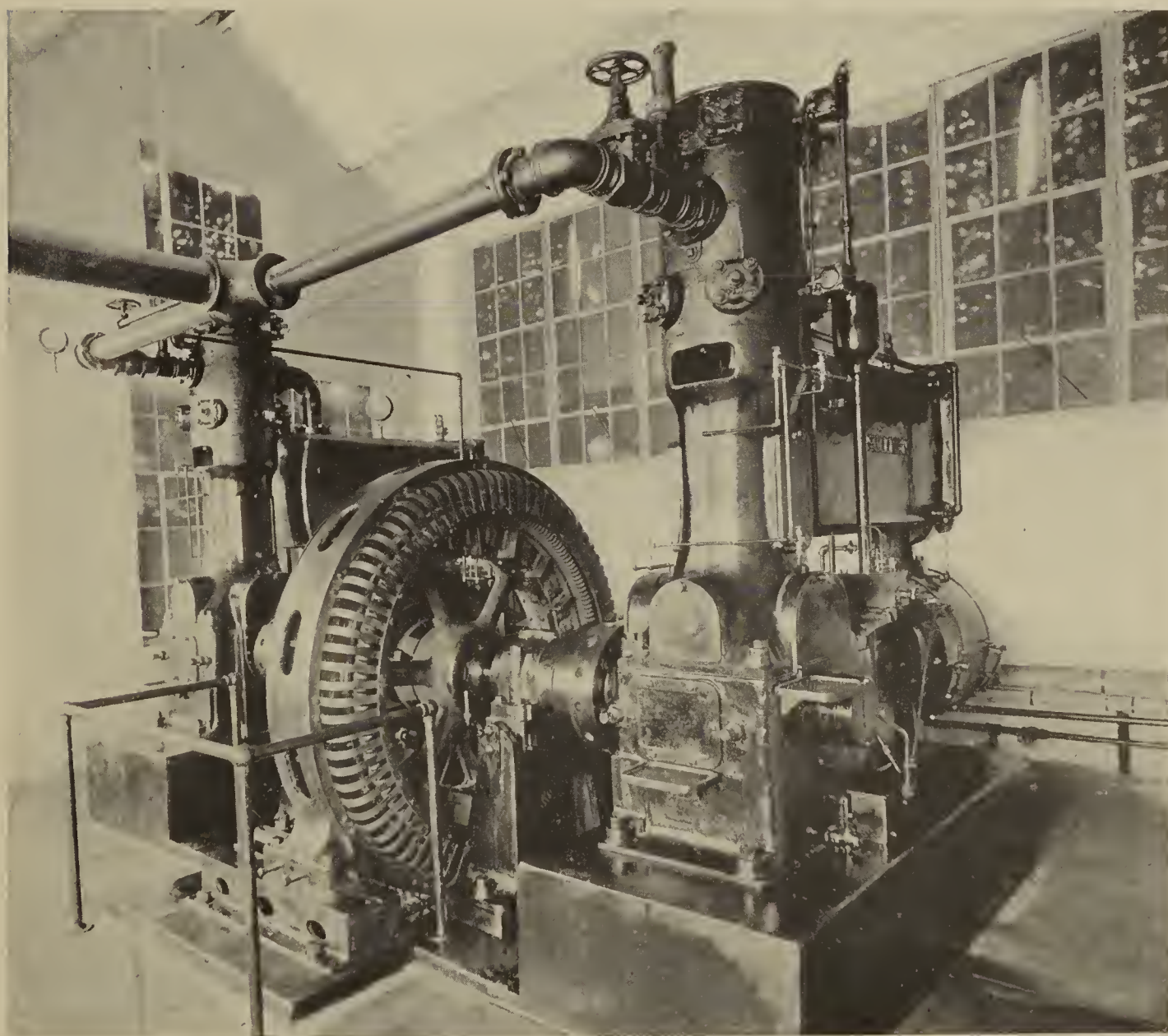
Every few years parts of the various quarries become depleted and this necessitates the moving of derricks and machinery to new sites of operation. Constant development work must be carried on in extending the quarries so that at all times an ample supply of the best of stock may be available for prompt shipment.



LOCOMOTIVE CRANES OF FORTY AND THIRTY TONS CAPACITY
WHICH HANDLE LARGE BLOCKS OF GRANITE ECONOMICALLY AND EFFICIENTLY

The Important Factors Essential to Success in Quarrying Granite

Quarrying granite on a large scale involves an immense expenditure and a vast amount of labor. It means a very considerable investment in land and equipment and unremitting attention to the innumerable factors contributing to successful accomplishment. The actual producing of the stone is not all; there is the upkeep of the entire plant, the marketing of the product, the constant and vigilant inspection of the stone to assure the shipping of only perfect stock, and numberless other important details demanding unceasing consideration and effort.



MODERN ELECTRIC DRIVEN AIR COMPRESSOR



STOCK READY FOR SHIPMENT



HOISTING BLOCKS OF GRANITE FROM THE JOHN B. SULLIVAN QUARRY

Facts about Granite

(From Bulletin 354 — U. S. Geological Survey)



PARDEE MEMORIAL,
NEW HAVEN, CONNECTICUT

FELDSPAR is the most conspicuous and generally the most abundant mineral in granite. The color or colors of the Feldspar usually determine to a large extent the general tint of the stone.

The most distinctive feature of granite is the character of its grain. Some granites are even grained, others uneven. Of importance is the relative coarseness or fineness of grain in an even grained granite. Three grades of texture of this sort may be distinguished: coarse, medium, and fine.

*Specific Gravity of Extra Fine
Grained Blue-White
Westerly Granite*

The specific gravity of Extra Fine Grained Blue-White Westerly is 2.654, which is equivalent to 165 pounds to the cubic foot, and places it among the heaviest granites.



CHISHOLM MEMORIAL, MOUNT HOPE CEMETERY,
ATTLEBORO FALLS, MASSACHUSETTS



McGRAW MEMORIAL, ROSEDALE CEMETERY,
MONTCLAIR, NEW JERSEY

The Crushing Strength of Extra Fine Grained Blue-White Westerly Granite

The amount of cohesiveness of a rock is ascertained by determining its crushing strength, that is, the weight in pounds required to crush it or to destroy its cohesion. The usual compressive strength of granite ranges from 18,000 to 34,000 pounds per square inch.

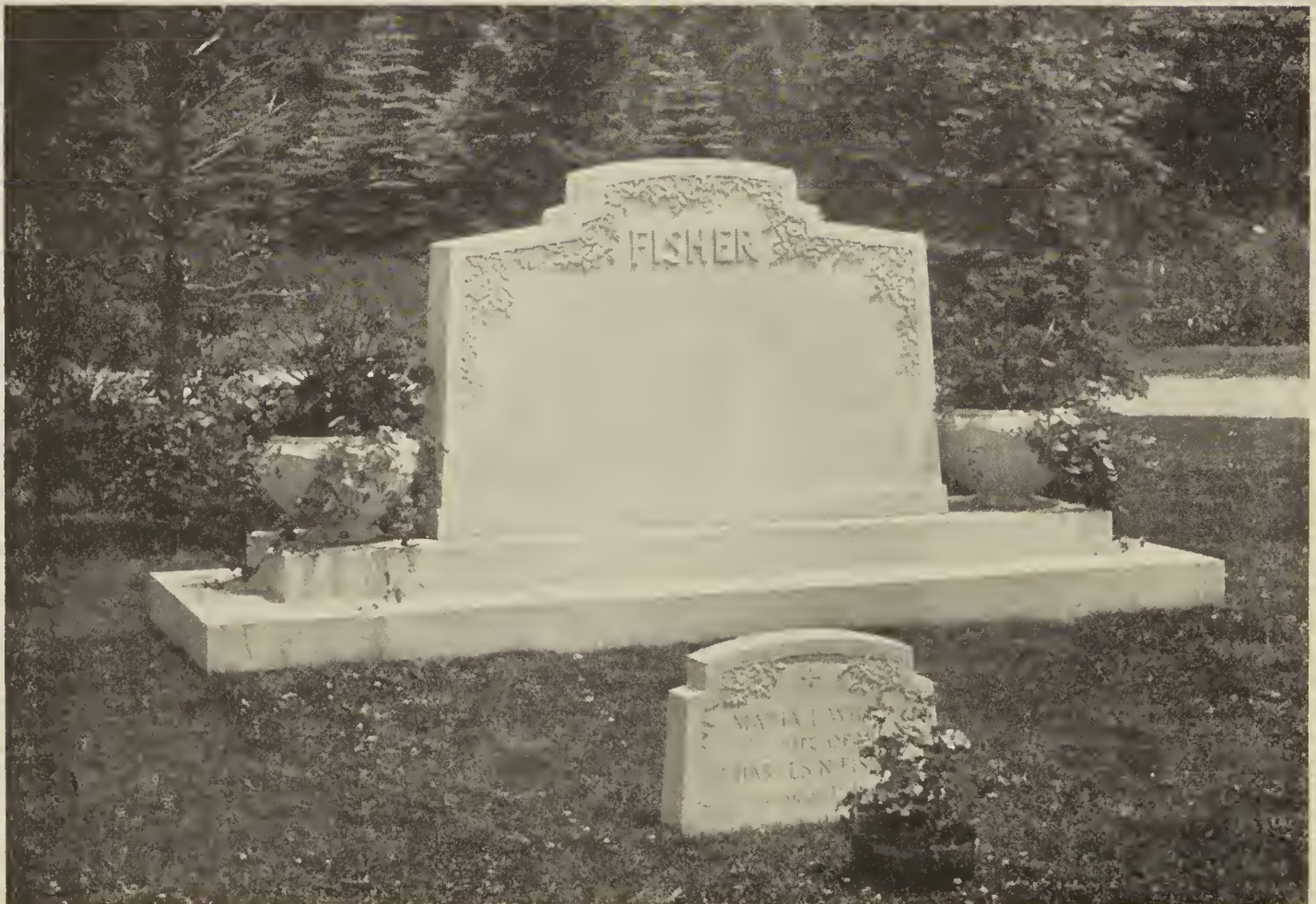
A compressive test made at the United States Arsenal at Watertown, Massachusetts, in 1907, of Extra Fine Grained Blue-White Westerly Granite, showed a crushing strength of 29,500 pounds per square inch—a very high record and much in excess of most granites.



ROWLEY MEMORIAL, RURAL CEMETERY, ALBANY, NEW YORK



POTTER MEMORIAL, SWAN POINT CEMETERY,
PROVIDENCE, RHODE ISLAND



FISHER MEMORIAL, SWAN POINT CEMETERY,
PROVIDENCE, RHODE ISLAND



BAYER MEMORIAL, OAKWOOD CEMETERY, TROY, NEW YORK,
IN BEAUTIFUL ACCORD WITH ITS SETTING

Conclusion

The Memorial Craftsmen of America

THE beautifying of our cemeteries is becoming more and more a matter of civic pride and obligation. Our cemetery corporations are spending large sums upon the care of the cemetery and its development along lines of dignity and beauty, and consequently they are much interested in seeing memorials erected that are fitting and in harmony with the surroundings prepared for them. The memorial builder whose work wins sure reward is he who intelligently assists his customer to select the memorial of such faultless material and of such harmony with its setting as to command the admiration of every beholder.



ROESSLE MEMORIAL, FOREST HILLS CEMETERY, BOSTON, MASSACHUSETTS
(Base 14 feet by 8 feet 6 inches. Total height 7 feet 2 inches)



WHIDDEN MEMORIAL, WOODLAWN CEMETERY, EVERETT, MASSACHUSETTS
(Base 8 feet by 5 feet. Total height 4 feet 10 inches.) (Design copyrighted by Tiffany Studios, New York)

The memorial craftsmen of America are constantly raising the standard of present-day memorial art. Theirs is a handiwork destined to be the most lasting of all our earthly efforts. Let that handiwork then be wrought from such material, be so designed and executed that the memorial of our day, whether of splendor or of simple perfection, may inspire emulation in those who succeed us.



SARCOPHAGUS OF SCIPIO

(Earliest Roman sarcophagus, erected about 300 B.C., widely reproduced today)

